

## **Request for Expressions of Interest**

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

**Definition of good practices and lessons learned from EU and Third Countries regarding role, structures and operations of (state-funded) export credit insurance agencies**

GIZ Project: Export Promotion Plus

## 1. Introduction

The Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH has been commissioned by European Commission (EC/ Structural Reforms Support Service – SRSS) and the German Federal Ministry for Economic Affairs and Energy (BMWi) to implement the “Export Promotion Plus” Project.

The project objectives include **“Building capacity for the expansion of the Greek export base and for the improvement of businesses' export skills”**, which concentrates on the improvement of public services provided to currently exporting companies and potential exporters and the enhancement of business's export skills (i.e. financial literacy, use of financing/funding instruments). In the same context, it consists of support to address gaps and challenges in the existing role and operations of the National Export Credit Insurance Organization (ECIO/OAEP).

The specific objective (outcome) of the present Expression of Interest is to provide advice, in the form of a report on **“defining good practices and lessons learned from EU countries regarding role, structures and operations of (state- funded) export credit insurance agencies”**.

## 2. Overall Responsibilities of the Consultant

- The Consultant shall review of lessons learned from restructuring in other relevant institutions in EU Member States and other countries regarding options for the enhancement of efficiency and effectiveness of service/product provision in the field of export credit insurance and trade finance, including relations/synergies with (state-owned/funded) Development or/and EX-IM Banks.
- The Consultant shall develop recommendations, based on a mapping of gaps, in the form of a report in English language.
- The Consultant shall present results to the Greek partners, discuss open issues and finalize the report context.
- The Consultant shall work with the GIZ contact person and the client team to analyze and understand the existing legislation/administrative processes and provide high quality advice on how to design an appropriate work flow based on the needs of the client team.
- The Consultant shall take ownership of the solution and the delivery of business benefits as the client's team trusted advisor.

## 3. Experience/ Skills required

Consultant profile (references required on all aspects):

- International experience and expertise in management and applied reforms in Export Credit Insurance agencies in EU and other countries.
- Proven track-record of working with International and Multinational Organizations and bodies, Government partners and state institutions.
- Understanding of legal, institutional, political and administrative settings in EU and Greece and being able to communicate at technical and non-technical level.
- Able to cooperate and work with different stakeholders.
- Experience in preparing and presenting studies.
- Good command of spoken and written English.

#### **4. Outputs**

Recommendations report for the enhancement of (state-funded) export credit insurance and related trade finance mechanisms/schemes, based on lessons learned and good practices in EU and other countries.

The relevant documents should be provided in good quality English.

#### **5. Timetable/ Duration**

The deadline for Expression of Interest expires on the 31st of May, 2019, 14:00 GMT.

The overall service contract's duration shall be for estimated up to 20 man-days over a period of time from June 2019 to October 2019.

#### **6. Location**

The location of the assignment is flexible. For interviews, meetings and workshops related to the Project, presence at Government premises or other designated meeting areas is required. Travel within Athens to and from Government and meeting premises will be required. Communication with GIZ contact persons shall be in Athens or by email, telephone and/or skype. ·